

Attachment C - Management & Technical Information

See Attached

DAVID BINIACHVILI

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Summary: Experienced telecommunications CEO with extensive hands-on industry expertise and strong selling background

Professional background

2001 – present EconoDial LLC CEO

Owner of Long-distance and International Reseller focusing on Ethnic Markets in US Metropolitan areas. Has taken company from inception to a customer base of over 11,000 with projected gross revenues for the 1st year of operations in excess of \$1 million and a current staff of 19 employees. Combines detailed knowledge of industry, competitors and customer targeting to manage all carrier agreements, investor relations, advertising campaigns, strategic relationships and all material company decisions. Currently poised to expand into switching own traffic, expansion into additional language markets and related strategies to further continue development of the company.

1997-2001 Viatel Executive Director, VP of Sales

Developed the concept of Ethnic Marketing to selectively recruit customers with higher international phone usage thereby deriving higher average net income per customer. Used extensive knowledge of marketing and media channels to gain immediate substantial growth. Focused initially on the Russian language market, but with the evident success of the concept progressed to expand to also cover Polish, Chinese and Filipino markets. Owned the #1 market share of both Russian and Polish customers in the US. Reporting directly to the US President of Operations, expanded Department to over 35 directly controlled staff. Annual revenues by 2001 reached \$2.6million with over 110,000 customers contributing a substantial contribution to the company's net revenues. Honored by the Russian Consul General as Best Long Distance provider to the Russian Community in the US. Substantially enhanced customer service by building a multilingual call-center and overseeing hiring, training and trouble-shooting functions. Maintained high public profile via frequent TV/radio appearances and public speaking functions.

1993-1997 Focus Electronics Sales Manager

Sales Manager for major electronic goods specialist. Developed advertising and media strategies including radio, print and telemarketing leading to growth in sales revenues of over 300% over 4 years. Expanded into new product lines to achieve strong tie-in sales. Managed 13 sales staff plus a sophisticated mail-order department. Oversaw purchasing function maintaining strong relationships with both suppliers and end-users to optimize business flow and enhance profitability.

Educational background

Majoried in Accounting at Institute of Finance and Economics, Kazan, Russia

In addition studied Business Administration at Baruch College, CUNY

Fluent in five languages: English, Russian, Georgian, Hebrew, Yiddish, plus spoken Spanish and Polish.

MICHAEL ROBINSON
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PROFESSIONAL EXPERIENCE

ECONODIAL New York, NY Controller

2001 - present

- Overall responsibility for all financial, legal and HR-related functions for international telecom start-up company on target for achieving over \$1million in revenue in first year of operation. Manages all expenditures with particular emphasis on optimizing timing of cashflows. Produces financial reporting for both internal and external investor requirements and constantly evolves and flexes business projections. Liaises with major telecom suppliers to obtain optimal funding terms, lines of credit and related financial enhancements.
- Developed business plan from bottom-up including detailed financial forecasting, led roadshows to potential investors resulting in successful completion of seven-figure financing despite the ongoing negative economic environment.

VIATEL INC. New York, NY Director of Financial Analysis

2000 - 2001

- Managed global revenue reporting function for over \$750 million in annual sales, controlling full-time staff collating and reconciling data from multiple systems / financial entities in order to produce consolidated analyses by product, customer type and region for both internal and external reporting requirements. Identified and remedied weaknesses in the data collection process and ensured consistency of approach, particularly in relation to the integration of newly acquired businesses in the US and Europe and to evolving product lines.
- Responsible for the global budget function including preparation and consolidation, monthly variance analyses by country/business/division, ongoing flexed budget updates and other related management information and reporting.
- Performed in-depth analyses of reported revenue streams, identifying and monitoring key indicators in order to measure and enhance profitability and to target areas for improving growth. Supervised the preparation of all financial data for Board presentations including periodic reporting and recommendations on potential acquisitions, disposals and outsourcing.

GALLIUM DIGITAL New York, NY CFO / Co-owner

1998 - 1999

- Co-founder of Multimedia/Animation specialists providing outsourcing ability for high-end film, television and multimedia users in digital imaging techniques, with subsequent credits including several Hollywood films and major advertisers. Developed initial business plans and successfully obtained external financing. Established relationships with major suppliers, particularly of cutting-edge hard/software, and negotiated numerous deals in order to maximize production ability without adversely impacting cashflows. Managed all financial functions including revolving financial updates for internal and investor use.

WEST MERCHANT BANK LIMITED New York, NY Financial Controller

1995 - 1998

- Responsible for all financial aspects of the New York Agency carrying out over \$1.8 billion in trades annually with an annual operating expense base of over \$60 million. Controlled all local and overseas Head Office financial and management reporting, together with all Federal Reserve and NY State regulatory reporting.
- Managed annual budget process together with periodic updated forecasts. Responsible for all internal operations activities for accounts payable and receivable, general ledger maintenance, check processing, agency fee calculation and local taxation issues. Developed accounting policy and procedures manual, travel and expense reimbursement policies and internal control procedures for all US financial processes.
- Managed successful transition from Representative Office to Agency status. Member of key management team responsible for developing a comprehensive internal control infrastructure in order to meet the requirements of both the Federal Reserve and State of New York Banking Department - as a result achieved uniformly positive grades in all assessment categories for every year of operation.

WEST MERCHANT BANK LIMITED London, England Trading Controller

1993 - 1995

- Established and managed Middle Office function for a range of financial products, including \$1.5 billion Deferred Purchase Agreements portfolio, fixed and floating rate bonds, equities and new issues. Provided weekly data analyzing profitability, margin/limit usage, credit exposures and other relevant information to senior management.
- Responsible for the development of accounting and reporting procedures for new financial products and variations of existing products, together with the enhancement of control and accounting procedures. Consolidated the reporting and controlling of financial products onto central systems, thereby reducing reliance on less well-supported and dependable ancillary systems.

KPMG PEAT MARWICK *Hong Kong* **Deputy Manager**

1992 - 1993

- Managed audit relationships for wide range of premier US clients including Citibank, Credit Suisse First Boston and Revlon, in order to meet the requirements of both client reporting packages and all local audit regulations.
- Office Specialist for resolving US reporting, GAAP and SEC issues.
- Representative for Hong Kong Business Association to promote and maintain the firm's local business contacts.

PRICE WATERHOUSE *New York, NY* **Senior Auditor**

1989 - 1992

- Assigned to the permanent audit team for Chase Manhattan Bank. Focused on the management and co-ordination of the world-wide audit of the entire Chase loan portfolio for all types of credit exposure including business and commercial real estate lending, credit card & mortgage portfolios and emerging markets debt, with particular emphasis on the adequacy of the reserves for loan losses with regard to the deteriorating economic outlook.
- Responsible for reviewing all loan-related disclosures in Chase's 10-K, 10-Q and other SEC filings.

ERNST & WHINNEY *London, England* **Auditor**

1986 - 1989

- Member of UK audit group with major blue-chip client base in banking and manufacturing

EDUCATION AND PROFESSIONAL QUALIFICATIONS

Chartered Accountant (higher UK equivalent of US CPA) Institute of Chartered Accountants of England & Wales. First-time passes at all levels.

University of Birmingham *Birmingham, England* Honors degree in Finance and Accounting.
Awarded Peat Marwick and Coopers & Lybrand Achievement Prizes

UK Passport holder / US Green Card Holder